



SUMMER 2024



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With Ohio's construction industry firing on all cylinders, it's all hands on deck here at Columbus Equipment Company. This issue, we visit with the good folks at IUOE Local 18 and learn how they prepare both apprentice and journeymen operators for rewarding careers with Komatsu's iMC technology. Also learn about our new Avant line, impressive land-clearing feats at WJZ Harvesting and extensive companywide improvements in service capabilities. **Stay cool, stay safe and stay in touch for dependable equipment and support.**



Sincerely,

Josh

Josh Stivison
President

CONTENT

4 CUSTOMER SPOTLIGHT
IUOE Local 18

9 PRODUCT SPOTLIGHT
Komatsu WA475-10 WH Wheel Loader

10 MATERIAL PROCESSING DIVISION
WJZ & Sons Harvesting

15 PRODUCT SPOTLIGHT
Introducing Avant Compact Loaders

17 PRODUCT SPOTLIGHT
Mecalac AT1050 Telescopic Wheel Loader

18 PRODUCT SUPPORT
Improvements Across the Board

22 BRANCH NEWS
New Roles, New Possibilities

23 USED EQUIPMENT SPECIALS
Great Deals from Across the Fleet!



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IUOE Local 18 Instructors Fallon Rock, Al Papesh and Kenny Nuhfer with 2nd Year Apprentice Connor Korimek (second left) at the OOE Apprenticeship & Training Program's Richfield training site.



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INTERNATIONAL UNION OF OPERATING ENGINEERS LOCAL 18: **Using Komatsu iMC Today to Increase Operational Efficiency Tomorrow**

As more and more construction companies use GPS systems on their equipment, the OOE Apprenticeship & Training Program at the International Union of Operating Engineers Local 18 is training apprentices and journeymen operators on various systems. One of the newest additions to the union's training fleet is a Komatsu PC210i excavator featuring Komatsu's integrated intelligent Machine Control (iMC) system.

Papesh likes iMC
because all the sensors are
integrated into the cylinders.

Instructor Al Papesh, who has 30 years of experience as an operator, joined the instructional staff two years ago and "advocated getting an i-machine. They're being used a lot in the field, and apprentices and journeymen need to train on them," he said. "It's becoming an industry standard to have GPS on jobs. Even smaller contractors are using it now."

More importantly,
the 210i's automatics make
the machine much faster
and more efficient than the
indicate-only GPS systems.

The union training centers in Cygnet, Logan, Miamisburg and Richfield, Ohio, own a variety of machinery and systems members train on. However, the Komatsu 210i is the only piece with an integrated machine control system. Papesh likes iMC because all the sensors are integrated into the cylinders; with

other systems sensors sit on the machine so operators have to worry about catching wires on obstacles like tree branches.

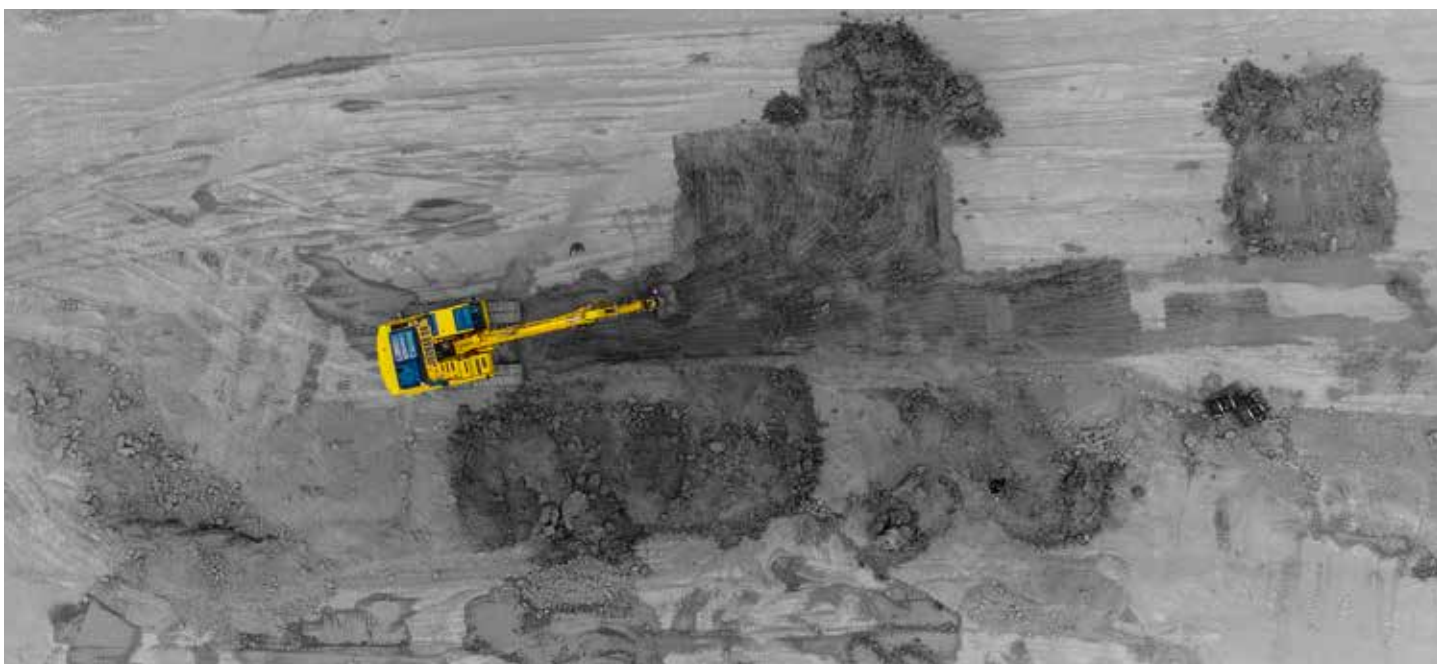
But more importantly, he said, the 210i's automatics make the machine much faster and more efficient than the indicate-only GPS systems on the rest of the fleet. "The i-machine makes the job go a lot faster.



You can cut grade at least 50 percent faster and hold grade better, so there's less fixing to be done later. There's less need for a dozer to follow behind you. You can basically do it all with the excavator," he said.

On the other hand, indicate-only GPS systems "give you location and elevation only, but no automatics, so the operator still has to run the machine manually," Papesh said. "I've run just about every kind of GPS there is, and my preference is Komatsu's iMC."

Local 18 provides about 200,000 hours of training annually, including to students in a four-year apprenticeship program and to journeymen operators who want to learn a new skill or improve their skills. Between 300 and 400 individuals are in the apprentice program at any time, and apprentices typically learn GPS systems in their third or fourth year, Papesh said. The local also holds three-day, machine control/GPS classes for journeymen several times a year. Members can also come and train on a machine whenever they want.



IUOE Local 18 membership actively encourages instruction of both apprentice and journeyman operators in Komatsu intelligent Machine Control proficiency. Graduates of the program are enjoying ever-expanding opportunities within the industry.

“During classes, if I don’t have enough machines for everyone, I’ll have some of them use the data collectors so they get experience on that,” Papesh said. “We have some nice projects for them to do at our facility, working together with dozers and excavators like on a jobsite.” Students learn how to follow design files built into the machine on projects such as putting in a sewer, digging utilities, and creating swales for drainage. “We do everything we can to simulate the real world for them.”

“I’ve run just about every kind of GPS there is, and my preference is Komatsu’s iMC.”

Al Papesh, Instructor
International Union of Operating Engineers Local 18

Papesh tells students, “With GPS on the machine, you know everything about the job you need to know. It’s like having a set of blueprints in the machine with you.”

Nicole Stewart, a journeyman operator who completed her apprenticeship in 2018, recently took a GPS class from Local 18 to improve her skills and find a better job. “My previous employer didn’t use GPS. For me to get a job out of a hiring pool, I have

to know GPS,” she said. After completing the class, Beaver Excavating hired her as an operator.

Stewart “loved the training” and is impressed with how productive she can be when she doesn’t have to wait for someone to do grade staking. “It helps with time management because I don’t have to get in and



out of the excavator all day long to check grades or see where the edge of the right-of-way is. Once you’re in the seat at 7 a.m., you can stay in it until 5 p.m.”

Stewart likes operating the Komatsu 210i and appreciates the system’s simple layout. “It’s easy to find the screen you need. Some of the other systems had all these extra buttons to push to get to something so simple. The Komatsu system made sense, even when I was just figuring it out.”

Stewart also likes how smoothly the 210i operates. “With some machines, there can be a delay when you go to swing a bucket, but not with that machine,” she observed.



Even when first introduced to the technology, Operator Connor Korimek—seen above inputting grade adjustments in a Komatsu PC210LCi—realized Local 18’s iMC training enabled him to work more efficiently, stating “I’m definitely more productive.”

Local 18 purchased the Komatsu PC210i from Columbus Equipment Company, and Papesh has been pleased with support from the dealership. “Columbus Equipment Company service technicians are top-notch. If I call, they are here that day, or they have the answers for me when I have a question. I could not ask for better help,” Papesh said.

“When we bought the machine, we had a train-the-trainer session with Columbus Equipment. It was excellent.

“The Komatsu system made sense, even when I was just figuring it out.”

Nicole Stewart, Journeyman Operator
International Union of Operating Engineers Local 18

It gave me everything I needed to train my apprentices. I had prior knowledge of GPS; it was just a matter of getting to know that machine and the details about it.”


Students learn the iMC system very quickly, Papesh added. “If they know how to run an excavator, they take to the tablet in the machine very quickly. It’s more a matter of teaching the techniques of what needs to be done – how to use the system to your advantage to get the job accomplished.”

“The new, Komatsu i-machine makes it easier to train

our members to be up to date with technology and be more efficient and profitable for their employers,” said Manuel Gutierrez Jr, administrative manager for Local 18’s

“The new, Komatsu i-machine makes it easier to train our members to be up to date with technology and be more efficient and profitable for their employers.”

Manuel Gutierrez Jr, Administrative Manager
International Union of Operating Engineers Local 18

apprenticeship and training programs. “We are very grateful to have Columbus Equipment Company located statewide so if a need arises, they can assist us quickly with any questions or problems.” 



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KOMATSU WA475-10 WH WHEEL LOADER:

Uniquely-Customized for Waste and Scrap Applications



Designed to meet the challenges of waste management, Komatsu's WA475-10 WH is a productive wheel loader with customizable waste guarding packages and tire options that can be configured for specific waste or scrap handling applications. Not surprisingly, the WA475-10 WH was in large part developed based on customer feedback from the field. The machine incorporates an improved pressurized cab, enhanced machine visibility and increased ease of operation with features like independent work equipment control.

The latter enables a range of benefits including improved safety, high productivity, increased efficiency, operator information and convenience. Pre-programmed settings can be selected via both bucket and boom positioner switches. Pre-sets are also available for traction-control, in addition to auto-hill-holding and auto-dig functions.

As well as the customizable waste guarding package, optional joystick steering for easier maneuverability and improved visibility is also available. The model includes the innovative next-gen Komatsu hydraulic mechanical transmission (K-HMT), improving fuel efficiency by up to 30%, and simplifying operation.

To protect vital machine parts, improve protection from airborne debris and reduce wear on components for the WA475-10 WH:

1. The front and rear frame underguard protects the engine oil pan, oil drain and fuel tank drain and reduces debris buildup, while shielding powertrain and hydraulic components.
2. The fuel tank guard encloses the exposed surfaces of the fuel tank to minimize damage and transfers impact forces into the rear frame and counterweight.
3. The axle seal guards are adjustable to ensure fit and reduce debris build up around shaft and seals.
4. The cooling screens increase effective open area for airflow, while reducing the amount of debris reaching the coolers.
5. The bucket cylinder guard protects the bucket cylinder rod from falling debris.
6. The front window guard provides an additional layer of protection from large debris for the operator and window, while guards on the front and rear lights help protect those from damage.

Looking to boost your material handling productivity today? Contact your local Columbus Equipment Company representative today for more information on Komatsu's highly-customized WA475-10 WH standout.



The Zellars—DJ, Bill and Eric—on a land-clearing site, just north of Epoufette, Michigan.



WJZ & SONS HARVESTING: **Michigan's Harvesting Heavyweight**



The Zellars of Germfask, Michigan, have been in the wood harvesting business for four generations. Third-generation Bill Zellar, owner of WJZ & Sons Harvesting, has “worked in the woods ever since I could walk,” and started his company in 1995 after buying his father’s harvesting equipment. Today, his sons DJ and Eric work with him harvesting timber around Michigan for a range of customers.

“Our harvesters will take the place of a 15- or 20-man crew with just two people.”

Bill Zellar; Owner, WJZ & Sons Harvesting

Zellar started out subcontracting for his father, then took over his dad’s mill contracts in the early 2000s. He and his wife Karla started the business with about a dozen employees and grossed about \$750,000. Now he’s running a \$15 million harvesting company with three dozen employees.

WJZ owns and manages 15,000 acres and cuts on private, state and federal property. It supplies biomass

and pulpwood to Billerud’s mill in Escanaba, Michigan; pulpwood to Louisiana Pacific in Newberry and sawbolts to Biewer Lumber in McBain, Michigan and Potlatch Forest Products Corp. in Gwinn, Michigan. WJZ also ships to lumber mills in Michigan and Wisconsin.

“You can throw a bucket full in the 6800 and it just grinds it. I believe it’s just a lot better engineered machine.”

Bill Zellar; Owner, WJZ & Sons Harvesting

Zellar has seen plenty of changes in the industry during his career. “When I first started, there was still a lot of handcutting, a lot of chainsaw work. The machines were pretty primitive but, as time went on, they’ve become capable of a lot more. Our harvesters will take the place of a 15- or 20-man crew with just two people,” he noted.

He has also seen ups and downs in the market, including fluctuations in demand for chipped wood.



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Mike Fenster

*SmartConstruction Manager
Columbus Equipment Company*



"Whenever I have an issue, the SmartConstruction guys are right on it. They get the construction industry. The tech support I get out of the guys in Columbus, Mike Fenster, Nate, Robert ... is fantastic."

Dave Mason

*Survey Machine Control Manager
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WJZ quit producing chips about five years ago as the market dried up, but now the company is producing biomass chips for Billerud. Since Zellar sold his old machines when he got out of the chipping business, he needed new equipment and purchased a CBI Magnum Force 6800CT Horizontal Grinder from Columbus Equipment Company.

Zellar has personal connections with both Travis Lint, sales manager at Terex CBI, who recommended the 6800, and Mark DiSalvo, VP Material Processing at Columbus Equipment Company. His research showed they're durable, high-performing machines. He'd previously owned two competing brands and "I wasn't totally impressed with either one of them," so he was open to CBI.

"The 6800CT can handle a
120-yard load in about 15 minutes,
so we could easily produce
400 yards an hour."

Bill Zellar; Owner, WJZ & Sons Harvesting

Eric Zellar, who does most of the grinding, noted that previous machines the company used can't handle material such as hard maple whips. With other grinders, "it's like hair in a vacuum, it balls up" and plugs up the machine.

There's no reason to worry about that with CBI grinders, his dad added. "You can throw a bucket full in the 6800 and it just grinds it. I believe it's just a lot better engineered machine."

On a recent land-clearing project for the state, WJZ was required to remove everything off the site at their cost. Thanks to their 6800CT, they were able to


grind "unmerchantable stuff" like treetops and limbs, producing about 5,000 tons of biomass. "By having the 6800 there, we actually took an item that would have been 100% expense and were able to sell it to the mill," Bill noted.

The machine works so well that "our problem is getting enough trucks to haul the ground material to the mill," he said. "The 6800CT can handle a 120-yard load in about 15 minutes, so we could easily produce 400 yards an hour," estimated Zellar. Depending on the kind of wood, that could be 120 tons of chips. WJZ runs the machine about 25 hours a week, stockpiling chips so they can load trucks as they arrive.

The Zellars are impressed with the grinder's ease of operation, including changing screens or reaching maintenance points. For instance, the grinding chamber can be raised for easy access, allowing the operator to change screens or tips in the field. "It seems to be ahead of the competition," Bill said.

The 6800CT has a user-friendly interface that allows operators to adjust and save multiple settings for feed speeds, pressures and automated control systems for different materials. The machine also has remote monitoring so owners can see operating data, machine status and other metrics.

The machine has been almost trouble free, the younger Zellar noted, and Columbus Equipment Company provides quick service. When the machine needs service "They will make a special trip up from Ohio if we need them to. That's a 7- or 8-hour trip, but they are dedicated to our operation."

Bill Zellar recalled that the first time he saw a CBI grinder in action was at a show in Sweden. His initial impression was: "This machine is heads and heels over the competition." After owning CBI grinders for more than a year, he stands by that conclusion. "CBI has been the most solid unit we've owned by far." 

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INTRODUCING AVANT COMPACT LOADERS:

Groundbreaking, Versatile Equipment in an Ultra-Compact Package



The Avant compact articulated loader—which does everything a skidsteer or compact track loader can without damaging the ground under it—is now available through Columbus Equipment Company.

“The Avant is an alternative to a CTL or skid steer that does similar work – and more – with far less operating weight and far less ground disturbance,” said Jeff Badner,

“Unlike a typical track loader or skid steer, which can rut up lawns, the Avant does very little damage on turf.”

Jeff Badner, General Sales Manager
Columbus Equipment Company

Columbus Equipment Company’s general sales manager. “Unlike a typical track loader or skid steer, which can rut up lawns, the Avant does very little damage on turf.”

With over 200 attachments, the Avant’s versatility is unmatched. Attachments range from everyday tools like buckets, pallet fork, and mini digger to specialized equipment such as a beehive mover.

Tree care professionals find the Avant loader is a game-changer because it is easy to move into a yard and manage felled trees. The Avant 528 paired with the timber grab is a popular combo that allows

operators to efficiently load a chipper and remove large logs without damaging the lawn, Badner noted. For sectors like building and property maintenance, landscaping, and golf course maintenance, the Avant works as a multi-tool with attachments such as power rakes, various mowers, leaf and debris blowers and cutting bars. Municipalities have taken to the extendable flail mowers for road and trail side maintenance and the snow-blower attachments to clear sidewalks and parking lots in the winter months.

The loader is available in seven sizes and 13 models, including a battery-powered unit that can be used indoors where ventilation is limited, as well as around livestock. Due to its compact size, the Avant saves fuel, works in tight situations and is easy to transport. It offers more clearance with less drag and more traction with less skidding. The Avant lifts more than a heavier skid steer can and features a telescopic boom, hydrostatic transmission and eight-function joystick.

Avant Techno USA is also able to provide excellent support to Columbus Equipment Company customers, with the help of an Ohio-based sales manager and a demo specialist, Badner said. The company has a huge warehouse near Chicago and can quickly deliver any items not in stock. Avant also offers excellent financing terms through its finance arm.

If you’re looking for a powerful multifunctional tool that won’t damage the ground you’re working on, ask your Columbus Equipment Company representative for details about the Avant loader today.

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NEW MECALAC AT1050 TELESCOPIC WHEEL LOADER: **Two Strong Machines in One!**



Mecalac's AT1050 telescopic wheel loader balances the functionality of a rigid-chassis front loader with the maneuverability of an articulated loader.

The Tier IV Final, 75-hp AT1050 stands out in its class due to its unique blend of compactness and speed. The AT1050's rigid chassis keeps the machine balanced by retaining its center of gravity—even during tight turns—and four-wheel steering ensures outstanding maneuverability and access when navigating work sites.

"Why choose between a telehandler and a wheel loader when you can have both, and more?"

Jeff Badner, General Sales Manager
Columbus Equipment Company

The AT1050 is steady, but also swift, capable of a 25-mph top speed. Unlike typical telehandlers that need plenty of room to maneuver, the telescopic loader can make a single movement within a radius of 12 ft. 2 in. A rigid chassis also means that the unit loses no capacity while turning whereas a traditional articulating loader will reduce its capacity up to 30 percent while doing the same movement.

Typically, operators need to choose between a telehandler's reach or a wheel loader's ability to cut, move and grade materials. The AT1050 employs an innovative telescopic boom to perform both functions — and more. Featuring Mecalac's hydraulic quick coupler, the AT1050 can also quickly switch between forks to a number of other accessories such as buckets, hydraulic grapples, sweepers or job-specific implements.

"Why choose between a telehandler and a wheel loader when you can have both, and more?" said Jeff Badner, general sales manager, Columbus Equipment Company. "By combining flexibility, stability and mobility, the AT1050 expands what our customers can do with just one compact machine."

This versatile workhorse has a lifting height of up to 15 ft. 2 in., a reach of up to 9 ft. 9 in. and an impressive lifting force of more than 6,305 lbs. The monoboom design offers a clear view of the work tool and the lifting kinematics combine the strength and breakout force of a loader and the reach of a telehandler.

The AT1050's DOC emissions control system also means that there is no DPF or DEF fluid to manage, boosting uptime while mitigating de-rates and engine issues relating to bypassed regeneration cycles or compromised DEF systems. This is crucial in reducing downtime and associated lost revenue.

Mecalac's AT1050 telescopic wheel loader is an outstanding performer. Check it out today at Columbus Equipment Company!





SERVICE DEPARTMENT:

Uptime-Focused Improvements Across the Board



Columbus Equipment Company is expanding its service capacity to more efficiently meet customers' rising demand for equipment service.

The most significant project underway is the expansion of the service facilities in Columbus (above). "We are adding at least another two-thirds of the space we currently have, which will really expand our capacity from a service and efficiency standpoint," said Jon St. Julian, general manager for Columbus Equipment Company.

The Columbus expansion includes an additional six service bays with about 9,200 square feet under roof. The size of the wash bay is being doubled, and two 15-ton overhead cranes will be added to handle larger projects. An additional 80,000 sq. ft. of 10-inch roller-compacted concrete (RCC) will also be added to the current campus.

Some improvements focus on creating a cleaner work environment, which is essential in preventing contamination while working on hydraulics and diesel engines. The project includes adding shop floor drains and installing steel plates on the concrete floors in the shop, plus adding hard surfacing or concrete around the building to reduce the amount of dirt tracked in. "Construction equipment tends to come to our shop dirty from the elements that it lives in. With the expansion of our wash bay, we can take the piece from the wash bay directly into the shop on a hard surface

so we're not tracking dirt and debris into the shop," St. Julian noted.

Other upgrades include high-efficiency LED lighting throughout the shop and new tool technology. Overall, the enhancements allow Columbus Equipment Company technicians to perform their jobs more

"Adding at least another two-thirds of the space we currently have will really expand our capacity from a service and efficiency standpoint."

Jon St. Julian; General Manager, Columbus Equipment Company

effectively and efficiently with the latest tools, reducing turnaround time and getting equipment back to customers quickly. "The expansion will also allow us to bring in additional technicians so we can handle more equipment at one time, again reducing customer wait time while gaining efficiencies," he added.

The company is also renovating the training center in



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Columbus, giving it a facelift with new lighting and flooring and renovated restrooms, and modernizing the Material Processing Division offices and shop, St. Julian said. The Columbus upgrade should be completed in August.

“Our employees are the heartbeat of the company. We want to provide them with a safe, comfortable, work environment.”

Jon St. Julian; General Manager, Columbus Equipment Company

Columbus Equipment Company also recently upgraded the service facilities at our Cincinnati store. That project included adding an enclosed 1,100-square-foot wash bay and another 2,100 square feet to the parts warehouse. Some space was reconfigured to create a break room and locker room and open up two more shop bays, so capacity in Cincinnati increased from six bays to eight.

At the Perrysburg store, we’re adding hard surfacing—both concrete and asphalt—around the building and in the main driveway, customer and employee parking lots and parts warehouse pick-up area.

The company will continue to evaluate service capacity at other locations. “We are constantly improving our facilities both for our customers and our employees,” St. Julian said. “Our employees are the heartbeat of the company. We want to provide them with a safe, comfortable, work environment.”

The focus on service capacity recognizes that more and more customers are turning to Columbus Equipment Company for service. St. Julian listed

several reasons why more capacity is needed.

One reason is that more customers are choosing to do second-life rebuilds, adding useful life to a piece of heavy equipment. These long-term projects may require shop space for a month or two at a time but in many cases customers find they are more cost-effective than purchasing a new machine. Additionally, customers recognize that maintaining any piece of equipment extends its life and improves their ROI.

An additional 80,000 sq. ft. of 10-inch roller-compacted concrete (RCC) will also be added to the current campus.

Columbus Equipment Company also wants added capacity so we can efficiently provide warranty work.

“Minimizing downtime is hugely important to our customers. The quicker we can return machines to them, the better off they are. Expanded space allows us to move equipment through the shop faster,” he said.

“We’ve also vastly expanded the range of equipment we sell, which now ranges from small utility equipment to large mining equipment. Our customer base has expanded and grown substantially,” he said, increasing demand for equipment service.

Rest assured, focusing on customers’ needs remains the essence of Columbus Equipment Company’s mission. The company is committed to providing the most dependable service in Ohio and will invest in greater capacity to ensure that promise to you, the customer, is upheld.



BRANCH NEWS:

New Roles, New Possibilities and Manufacturer Recognition!



CORPORATE

The role of Asset Disposition Specialist within the Rental/Used Department was recently filled by **Clay Stivison**. Clay's eagerness and enthusiasm in learning and embracing another key facet in the company's daily business will prove invaluable as the disposition processes is streamlined. Clay brings an excellent knowledge base, as well as a willingness to further learn and understand how the business operates, from retail to wholesale and business development standpoints. Best of luck Clay, we look forward to seeing you thrive in the new role.



Caitlin Byrne recently advanced from her Corporate Sales Admin Assistant position to Inside Sales & Rental Coordinator (Columbus Branch). Caitlin had been an integral part of our team and services for the past 2.5 years. Before joining Columbus Equipment Company,

she gained five years of valuable experience with United Rentals. Caitlin's extensive background and familiarity with Columbus Equipment Company and the equipment industry make her an excellent addition to the Columbus Branch. Her dedication, expertise, and

commitment to exceptional service will contribute to the team's continued success.

With Caitlin's transition, **Jordan Henson** (Corporate Office Admin) will now take on additional responsibilities. Jordan's development and dedication to her work since joining the company have proven her ability to take on more. With Caitlin's transition into her new role, Jordan will assume more of her former duties to ensure a smooth transition and continuity of operations.

PERRYSBURG

Congratulations to Technician **Allen Miller**! Allen (pictured above) recently achieved Advanced Certification by Kubota Tractor Corporation in excavators, skid steers, track loaders and RTVs, as well as specialized training on Kubota diesel engines. Since 2018, Allen has attended several Kubota University courses at their training facilities in Columbus, OH and Pendergrass GA. "Allen is part of a proud legacy of industry-leading service support from Columbus Equipment Company. Please join us in congratulating him on his achievements," said Perrysburg Branch Manager Luke Matheson.



USED EQUIPMENT Monthly Specials

For a Complete List of Used Equipment,
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2022 Komatsu PC210LC-11
#U49355, Komatsu SAA6D107E-3 Engine
Tier 4F (165HP), Cab w/Heat, A/C, 982 Hours
\$225,000



2019 Komatsu HM400-4
#U49166, Komatsu SAA6D140E-7 Engine
Tier 4F (473HP), Cab w/A/C, 6,786 Hours
\$299,000



2022 Komatsu PC360LC-11
#U48440, Komatsu SAA6D114E-6 Engine Tier
4F (257HP), Cab w/Heat, A/C, 872 Hours
\$289,000



2020 Komatsu D37EX-24
#K12316T1, Komatsu SAA4D95LE-7 Diesel
Engine (89HP), Cab w/Air, 1,901 Hours
\$102,500



2018 Komatsu PC290LC-11
#U48438, Komatsu SAA6D107E-3 Engine Tier
4F (196HP), Cab w/Heat, A/C, 4,297 Hours
\$164,400



2019 Komatsu D51EX-24
#K11734T, Komatsu SAA4D107E-3 Engine
Tier 4F (131HP), 10' Pat Blade, 2,045 Hours
\$169,000



2017 Komatsu PC138USLC-11
#K12513T, Komatsu SAA4D95LE-7 Engine
Tier 4F (98.5HP), Cab w/Heat, 4,938 Hours
\$92,500



2022 Komatsu D61EX-24
#U49485, Komatsu SAA6D107E-3 Diesel
Engine (168HP), A/C, Heat, 247 Hours
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